

# WHO MADE THE CUT

It was a traumatic year for Green Industry companies. Some thrived, while others struggled to maintain even last year's losses. *LM* unveils its exclusive list of the 150 largest landscape contractors in the country.

BY **DAN JACOBS** EDITOR-IN-CHIEF

**I**F the results of the past year were a classroom, well, let's just say not everybody aced the final exam. 2010 was the weed-out class, the one that makes students decide whether they really want to pursue the Green Industry as an option.

The students in this scenario are the business owners who, no matter how well they did, learned a great deal about the study of running a business.

Of course, there are always those students who pass every test, seem to complete every homework assignment with ease and managed to pull a 4.0 grade point average — which for the purposes of this analogy means double digit growth. (Yeah, we hated those guys, too.)

Of course, the quality of your business acumen was by no means the sole factor in determining how well companies did ... or will do next year.

"We have identified only one obstacle for 2011," says Dennis Kaiser, senior manager of communications for ValleyCrest Cos., No. 3 on the *LM*150 list: "The economy."

But whether companies expanded or contracted, what earned professionals a passing grade in 2010 was surviving with the increased competition, along with less work and downward price

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**LEGEND** \* 2009 data; ° 2010 estimated data;  
 • Info from outside source; # Remaining revenue  
 from retail garden center; NR = Not reported

	Company	Headquarters
1	TruGreen Lawncare and Landcare	Memphis, TN
2	ValleyCrest Landscape Cos.	Calabasas, CA
3	Brickman Group	Gaithersburg, MD
4	The Davey Tree Expert Co.	Kent, OH
5	ISS Grounds Control	Phoenix, AZ
6	Scotts Lawn Service	Marysville, OH
7	Bartlett Tree Experts	Stamford, CT
8	USM	Norristown, PA
9	Massey Services Inc.	Orlando, FL
10	Weed Man	Mississauga, Ontario, Canada
11	U.S. Lawns	Orlando, FL
12	Ambius	Buffalo Grove, IL
13	Lawn Doctor	Holmdel, NJ
14	Yellowstone Landscape Group	Plano, TX
15	Gothic Landscape Inc.	Valencia, CA
16	Ruppert Landscape	Laytonsville, MD
17	Vila & Son Landscaping Corp.	Miami, FL
18	Onesource Landscape & Golf Services	Tampa, FL
19	SavATree	Bedford Hills, NY
20	Clintar Landscape Management	Markham, Ontario, Canada
21	Marina Landscape Inc.	Anaheim, CA
22	Lipinski Outdoor Services	Marlton, NJ
23	Acres Group	Wauconda, IL
24	Jensen Corp.	San Jose, CA
25	Mainscape	Fishers, IN
26	NaturaLawn of America	Frederick, MD
27	Denison Landscaping Group	Fort Washington, MD
28	The Groundskeeper	Tucson, AZ
29	Mariani Landscape Management	Lake Bluff, IL
30	Fairco Inc.	Scottsdale, AZ
31	Nanak's Landscaping (Now Valleycrest)	Longwood, FL
32	Spring-Green Lawn Care Corp.	Plainfield, IL
33	Complete Landscaping Service	Bowie, MD
34	The Bruce Co of Wisconsin	Middleton, WI
35	Sierra Landscape Co.	Palm Desert, CA
36	Lucas Tree Expert Co.	Portland, ME
37	Chapel Valley Landscape Co.	Woodbine, MD
38	Cagwin & Dorward	Novato, CA
39	The Greenery Inc.	Hilton Head, SC
40	Mission Landscape Cos.	Tustin, CA
41	Terracare Associates	Littleton, CO
42	Gothic Grounds Management	Valencia, CA
43	James River Grounds Management	Glen Allen, VA
44	Landscape Concepts Management	Grayslake, IL
45	RCI	Slidell, LA
46	McFall Berry Landscape Management	McLean, VA
47	Chalet	Wilmette, IL
48	Shearon Environmental Design Co Inc.	Plymouth Meeting, PA
49	Scott Byron & Co Inc.	Lake Bluff, IL
50	AAA Landscape	Phoenix, AZ

2010 Revenue (U.S. Dollars)	% Rev Change From 2009	FT/PT Employees	% Employee Change From 2009	2010 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2009	Comm/ Res/ Gov Mix
\$1,335,175,000	+1.8%	NR (12,000 total)	NA	\$111,265	NA	0/100/0
\$835,000,000	-10.9%	9000/0	-10%	\$92,778	-1%	100/0/0
\$807,508,000	+17.5%	10000/0	-0.5%	\$80,750	+18.2%	70/30/0
\$591,732,000	+5.3%	6723/281	+1.3%	\$84,485	+4%	0/100/0
\$380,474,000	NA	1800/6700	NA	\$44,761	NA	18/0/82
\$290,000,000	0%	1550/150	-15%	\$170,588	+17.6%	3/97/0
\$158,000,000	+5.3%	1350/25	+10.7%	\$114,909	-4.8%	16.80/4
\$133,305,900*	0%	1446/536	NR	NR	NR	100/0/0
\$129,011,218	NA	1191/0	0%	\$108,322	+9%	9/91/0
\$105,000,000	0%	750/2500	-4%	\$32,307	+5%	5/95/0
\$102,000,000	+8.5%	1650/0	+3%	\$61,818	+5.2%	100/0/0
\$96,277,345	-21.7%	NR	NR	NR	NR	99/1/0
\$83,000,000	+3.8%	40/4	+1%	NR	NR	1,99/0
\$74,000,000	-7.7%	1180/0	+18%	\$62,712	-21.6%	69/7/24
\$68,500,000	+0.3%	960/0	+3.6%	\$71,354	-7.3%	85/5/10
\$65,338,681	+12.5%	600/0	0%	\$108,898	+12.5%	100/0/0
\$61,400,000*	0%	798/0	NR	NR	NR	99/1/0
\$60,000,000	0%	1000/0	0%	\$60,000	0%	100/0/0
\$55,098,000	+15.8%	440/60	+8.7%	\$110,196	+6.5%	15/85/0
\$46,200,000	+2.7%	175/400	0%	\$80,348	+2.7%	95/5/0
\$43,000,000	+2.4%	604/0	+19.6%	\$71,192	-14.4%	25/0/75
\$42,756,217	+16.2%	61/50	-7.5%	\$385,191	+25.6%	100/0/0
\$41,151,872	-6.7%	80/550	-15.4%	\$65,320	+10.3%	20/25/45
\$41,000,000	-0.2%	390/0	-6%	\$105,128	+4.5%	45/45/10
\$39,900,000	+22.4%	350/150	+22%	\$79,800	+3%	99/1/0
\$37,750,000	+6.3%	271/72	+22.5%	\$110,058	-13.2%	10/90/0
\$36,000,000	+3%	225/180	+42%	\$88,889	-27.6%	100/0/0
\$35,090,500	-3.5%	700/0	+16.7%	\$50,129	-16.5%	100/0/0
\$35,000,000*	0%	100/290	NR	NR	NR	10/90/0
\$35,000,000*	0%	NR(200 total)	+33.3%	\$175,000	+50%	NR
\$34,500,000*	0%	450/200	NR	NR	NR	100/0/0
\$34,215,000	-0.8%	250/50	NR	\$114,050	NR	10/90/0
\$32,650,000	NA	125/400	NR	NR	NR	90/5/5
\$32,126,000*	0%	183/330	NR	NR	NR	80/20/0
\$32,000,000*	0%	250/0	NR	NR	NR	90/10/0
\$31,600,000	+23.9%	400/0	NR	\$79,000	NR	85/10/5
\$29,000,000°	0%	210/130	0%	\$85,294	0%	60/40/0
\$27,464,594	+3.1%	350/50	+6.7%	\$68,661	-3.3%	85/15/0
\$25,200,000	-0.4%	340/60	0%	\$63,000	-4%	60/28/2*
\$25,000,000	-3.9%	470/0	-6%	\$53,191	+2.3%	100/0/0
\$24,500,000	-7.5%	225/150	-6.3%	\$65,333	-1.4%	100/0/0
\$23,777,961	+14.4%	490/0	+3.1%	\$48,526	+10.9%	90/5/5
\$23,721,283	+20%	475/4	+7.9%	\$49,523	+11.3%	100/0/0
\$23,656,000	-10.1%	90/250	-5.6%	\$69,576	-4.8%	95/5/0
\$23,560,000	+30.1%	120/300	+91.8%	\$56,095	-32.1%	98/2/0
\$23,400,000	0%	180/120	0%	\$78,000	0%	100/0/0
\$23,100,000	-2.2%	275/0	0%	\$84,000	-2.2%	5/95/0
\$22,701,518	+3.2%	300/0	-37.5%	\$75,672	+65.1%	60/30/10
\$22,600,000	-1.7%	73/159	-9.4%	\$97,414	+8.4%	6/94/0
\$22,500,000	-19.6%	427/0	0%	\$52,693	-19.6%	50/2/48

*listing continued on next page*

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pressure — to name just a few of the challenges.

What does the class of 2010 look like? If we use the *LM150* as a guide, the ideal landscape company services mostly commercial customers, has a small percentage of residential clients, dabbles in government work — and maybe, just for fun, operates a tiny retail garden center.

But while running the numbers keeps statisticians employed, trying to pin a single label on all Green Industry enterprises is a little like lumping everyone in the melting pot that makes up this country as American. Well, yes, we're all Americans, but that glosses over the differences in language, customs, culture and geography, to name just a few.

2010 COMBINED  
REVENUE OF *LM150*  
**\$7,762,431,033**

2009 COMBINED  
REVENUE OF *LM150*  
**\$7,501,566,624**



= an increase of 3.5%

Similarly, the variety of companies comprising the *LM150* is as varied as any United Nations meeting. But there's something, from the largest company on the list (TruGreen Lawncare and Landcare at \$1.335 billion) to the smallest (Lawn Dawg at \$6.83 million) that separates these from the rest: Size matters.

### Big firm on campus

Whether it's buying power, setting a legislative agenda or serving as a role model (intentionally or otherwise) for the industry nationally or in the local community, the sheer mass of a company gives it machismo, swagger, gravitas.

In 2010, the *LM150* earned a total of \$7.762 billion. That's an increase of 3.5% over 2009, but not quite up to 2008's \$7.97 billion.

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	Company	Headquarters
51	Greenscape Inc.	East Taunton, MA
52	Maldonado Nursery & Landscaping Inc.	San Antonio, TX
53	Sebert Landscaping	Bartlett, IL
54	Christy Webber Landscapes	Chicago, IL
55	Environmental Management Services Inc.	Plain City, OH
56	DLC Resources Inc.	Phoenix, AZ
57	Russell Landscape Group Inc.	Dacula, GA
58	Moore Landscapes Inc.	Northbrook, IL
59	D Schumacher Landscaping	West Bridgewater, MA
60	David J Frank Landscape Contracting Inc.	Germantown, WI
61	Bemus Landscape Inc.	San Clemente, CA
62	Senske Lawn & Tree Care	Kennewick, WA
63	Cornerstone Solutions Group	Dade City, FL
	Heads Up Landscape Inc.	Albuquerque, NM
65	Creative Environments Design & Landscape Inc.	Tempe, AZ
66	Clean Scapes	Austin, TX
67	Urban Farmer Inc.	Thornton, CO
68	Lambert Landscape Company	Dallas, TX
69	Teufel Landscape Management	Portland, OR
	Girard Environmental	Sanford, FL
	The Highridge Corp.	Issaquah, WA
72	Ryan Lawn & Tree	Overland Park, KS
73	Gachina Landscape Management Inc.	Menlo Park, CA
74	Swingle Lawn, Tree & Landscape Care	Denver, CO
75	Landscape Specialists Inc.	Lake Forest, CA
76	Dobson's Woods & Water Inc.	Ocoee, FL
77	Metroplex Garden Design Landscaping LP	Dallas, TX
78	Dennis' 7 Dees Landscaping Inc.	Portland, OR
79	CoCal Landscape Management	Denver, CO
80	Dora Landscaping Co.	Apopka, FL
	The Dworsky Cos.	Gardena, CA
82	Gibbs Landscape Co.	Smyrna, GA
83	Nissho of California Inc.	Vista, CA
84	Clarence Davids & Co.	Matteson, IL
85	Naturescape	Muskego, IL
86	Meadows Farms Inc.	Chantilly, VA
	High Tech Landscapes Inc.	Branchburg, NJ
88	McHale Landscape Design Inc.	Upper Marlboro, MD
89	Countryside Industries Inc.	Wauconda, IL
90	Benchmark Landscape Management	Poway, CA
	Greenscapes of Southwest Florida	Naples, FL
92	Andre Landscape Service Inc.	Azusa, CA
93	Precision Landscape Management	Dallas, TX
94	PROscape	Orlando, FL
95	Complete Property Maintenance Inc.	Coconut Creek, FL
	Earthworks Inc.	Lillian, TX
97	Dixie Landscape Co Inc.	Miami, FL
98	Reliable Property Services	St. Paul, MN
	LMI Landscapes Inc.	Carrollton, TX
	Stay Green Inc.	Santa Clarita, CA

2010 Revenue (U.S. Dollars)	% Rev Change From 2009	FT/PT Employees	% Employee Change From 2009	2010 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2009	Comm/ Res/ Gov Mix
\$22,184,000	-3.5%	225/0	+12.5%	\$98,596	-14.3%	50/50/0
\$21,000,000	-12.5%	300/25	+55.5%	\$64,615	-43.7%	77/12/11
\$21,000,000*	0%	50/300	NR	NR	NR	90/10/0
\$20,467,809*	0%	264/0	NR	NR	NR	70/30/0
\$20,400,000	+10.3%	130/180	+10.7%	\$65,806	-4%	80/5/15
\$20,372,200	-9%	348/2	+6%	\$58,206	-14.2%	100/0/0
\$20,010,000	+12.7%	275/120	-31.3%	\$50,658	+64.1%	90/5/5
\$20,000,000*	+11.1%	250/0	0%	\$80,000	+11.1%	100/0/0
\$19,950,000*	0%	160/0	NR	NR	NR	60/40/0
\$19,800,000	0%	260/18	+9%	\$71,223	-8.3%	70/30/0
\$19,300,000	-5.7%	340/0	-2.9%	\$56,765	-2.9%	94/3/3
\$19,000,000	+2.7%	200/70	+8%	\$70,370	-4.9%	25/70/5
\$18,500,000	-21.3%	325/35	+51.9%	\$51,389	-48.2%	75/25/0
\$18,500,000	+5.1%	220/100	+36.2%	\$57,813	-22.8%	85/10/5
\$18,300,000*	0%	NR	NR	NR	NR	NR
\$18,226,000	NA	200/25	NR	\$81,004	NR	100/0/0
\$18,000,000	-.04%	110/150	-13.3%	\$69,231	+14.9%	75/25/0
\$17,850,000	-.08%	165/5	+6.3%	\$105,000	-3.7%	5/95/0
\$17,500,000	-34%	190/70	-19.6%	\$67,308	-18%	86/14/0
\$17,500,000	-12.5%	240/120	+12.5%	\$48,611	-22.2%	100/0/0
\$17,500,000	+25%	NR (750 total)	NR	\$23,333	NR	NR
\$17,362,000	+18.5%	160/3	-37.3%	\$106,515	+89%	80/20/0
\$17,151,943	+3.7%	251/3	-2%	\$67,527	+5.8%	90/10/0
\$17,004,427	+8.9%	197/3	+3.6%	\$85,022	+5.1%	33/66/1
\$17,000,000*	0%	300/0	NR	NR	NR	100/0/0
\$16,800,000*	0%	NR	NR	NR	NR	NR
\$16,600,000	-27.2%	28/1	0%	\$572,414	-27.8%	65/35/0
\$16,557,661	-10.5%	230/43	+8.8%	\$60,651	-27.7%	25/33/9*
\$16,250,000*	0%	120/150	NR	NR	NR	100/0/0
\$16,000,000*	0%	80/0	NR	NR	NR	90/10/0
\$16,000,000	+6.7%	NR (350 total)	NR	\$45,714	NR	NR
\$15,950,096	NR	275/0	NR	\$58,000	NR	61/39/0
\$15,700,000*	0%	260/0	NR	NR	NR	20/80/0
\$15,625,000	-13.2%	250/0	-9.1%	\$62,500	-4.5%	90/5/5
\$15,602,612	+12.8%	164/8	+4.9%	\$90,713	+7.6%	10/90/0
\$15,000,000	+7.1%	100/125	-33.8%	\$66,667	+61.9%	2/98/0
\$15,000,000	NA	25/250	NR	\$54,545	NR	75/0/25
\$14,600,000	0%	140/0	-6.7%	\$104,285	+7.1%	0/100/0
\$14,500,000	-24%	47/122	-25.9%	\$85,799	+2.6%	80/20/0
\$14,200,500	-12.4%	225/3	+11.8%	\$62,283	-21.6%	70/20/10
\$14,200,000	+0.7%	212/0	0%	\$66,981	+0.7%	100/0/0
\$14,191,846*	0%	260/0	0%	\$54,584	0%	85/15/0
\$14,000,000	+3.7%	250 peak season	-40%	\$56,000	+71.7%	NR
\$13,650,000	+21.9%	260/60	+18.5%	\$42,656	+2.8%	95/4/1
\$13,500,000	-3.6%	275/40	0%	\$42,857	-3.6%	90/10/0
\$13,500,000	+32.4%	150/125	+27.9%	\$36,000	-24.1%	100/0/0
\$13,255,000	-15.8%	195/0	+34.5%	\$67,974	-37.4%	80/20/0
\$13,000,000	+8.8%	40/250	+26.1%	\$44,828	-13.7%	90/0/10
\$13,000,000	-13.9%	185/0	0%	\$70,270	-13.9%	100/0/0
\$13,000,000	+3.8%	210/0	+5%	\$61,905	-1.1%	95/1/4

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Revenue changes were all over the place. Some companies saw huge leaps in revenue, while others were hit hard. Many adjusted by reducing staff or cutting back in other ways.

And don't forget the regulatory challenges continuing to force owners to adapt.

Others looked and continue to look for new ways to grow.

"The biggest client growth opportunity will be from large portfolio retail properties," says Kaiser. "These clients have numerous small sites spread over a large geographic area.

"The second area of growth is geographic," Kaiser continues. "Our goal is to grow within our current footprint by adding multi-site clients."

## Making the grade

There certainly is some optimism. While the housing market for the most part remains in shambles, there is a light at the end of the tunnel for some contractors.

"The biggest opportunity is in former customers we and our competitors lost due to the struggling economy in recent years, in both residential and commercial markets," says Barry Matthews, COO of Spring-Green Lawn Care Corp. and No. 32 on this year's list.

For many, the hard work has been done. Staffs have been pared back; bidding has been adjusted for the downward pressure; in some cases, purchases have been delayed. Everyone is running leaner and more efficiently. Still, many executives are leery about 2012.

There are some signs of improvement, and silver linings being found: Even in the hardest-hit areas, there are opportunities.

"It's been an eye-opener for (owners)," says Bruce Wilson, LM columnist and partner at the Wilson-Oyler Group. "In spite of the fact prices are down, you can still make money."

And that, in the end, is what most of us went to school for. LM

TOTAL # OF PEOPLE  
EMPLOYED BY TOP 150  
COMPANIES IN 2010

**96,206**

TOTAL # OF OFFICES/  
BRANCHES OF TOP 150  
COMPANIES IN 2010

**2,868**

	Company	Headquarters
	ProGrass	Wilsonville, OR
102	RGS (Resident Group Services Inc.)	Anaheim, CA
	Raymow Enterprises Inc (now a ValleyCrest Co.)	Oldsmar, FL
104	Florida Landscape Service Inc.	Orlando, FL
105	Land-Tech Enterprises Inc.	Warrington, PA
106	New Way Landscape & Tree Services	San Diego, CA
107	Westco Grounds Maintenance Co Inc.	Houston, TX
	Hermes Landscaping Inc.	Lenexa, KS
	Sun City Landscapes Inc.	Las Vegas, NV
110	HighGrove Partners	Austell, GA
111	ArtisTree Landscape Maintenance & Design	Venice, FL
112	Perficut Companies Inc.	Des Moines, IA
113	Sposato Landscape Co Inc.	Milton, DE
114	Mickman Brothers Inc.	Ham Lake, MN
	Rosehill Gardens Inc.	Kansas City, MO
	BDG Maintenance, Berghoof Design Group	Scottsdale, AZ
117	Realty Landscaping Corp.	Newtown, PA
118	Arteka Cos.	Shakopee, MN
119	Mill Brothers Landscape Group	Fort Collins, CO
120	Houston Landscapes Unlimited	Sugar Land, TX
	Lied's Nursery Inc.	Sussex, WI
122	Basnight Land and Lawn	Chesapeake, VA
123	Gardeners' Guild Inc.	Richmond, CA
124	Designs By Sundown	Englewood, CO
125	Luke Brothers Landscape Services	Holiday, FL
	Parker Interior Plantscape Inc.	Scotch Plains, NJ
	Carson Landscape Industries	Sacramento, CA
128	Cleary Bros Landscape Inc.	Danville, CA
129	The Spencer Co.	Houston, TX
130	Angler Environmental	Richmond, VA
131	Kinsella Landscape Inc.	Blue Island, IL
132	American Landscape Systems Inc.	Lewisville, TX
133	Becker Landscape Contractors Inc.	Indianapolis, IN
134	Odyssey Landscape Management	Lodi, CA
135	Hoffman Landscapes Inc.	Wilton, CT
136	Oak Leaf Landscape Management	Anaheim, CA
137	Grant & Power Landscaping Inc.	West Chicago, IL
138	Schultz Industries Inc.	Golden, CO
139	Native Land Design LLC	Cedar Park, TX
140	John Mini Distinctive Landscapes	Congers, NY
141	Carol King Landscape Maintenance Inc.	Orlando, FL
142	Webb Landscape Inc.	Ketchum, ID
143	Tree Tech Inc.	Foxboro, MA
	Blondie's Treehouse Inc.	Mamaroneck, NY
145	The Celtis Group	San Jose, CA
146	Kujawa Enterprises Inc.	Oakcreek, WI
147	Peabody Landscape Group	Columbus, OH
148	Pacheco Brothers Gardening	Hayward, CA
149	Executive Landscape Inc.	Fallbrook, CA
150	Lawn Dawg Inc.	Nashua, NH

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\$13,000,000	+8.3%	175/0	0%	\$74,286	+8.3%	70/30/0
\$12,500,000	+0.8%	185/0	+8.8%	\$67,568	-7.4%	85/10/5
\$12,500,000*	0%	275/0	0%	\$45,455	NR	90/10/0
\$12,280,000*	0%	60/0	0%	\$204,667	0%	NR
\$12,200,000°	+10.4%	245/135	0%	\$32,105	+4.5%	95/5/0
\$12,131,000	+8.3%	180/0	-10%	\$67,394	+20.3%	70/30/0
\$12,000,000	0%	150/10	+10.3%	\$75,000	-9.4%	100/0/0
\$12,000,000	-7.7%	120/60	-5.3%	\$66,667	-2.6%	60/35/5
\$12,000,000*	0%	147/0	0%	\$81,633	0%	NR
\$11,944,000	+18.3%	94/3	-15.7%	\$123,134	+40.2%	95/3/2
\$11,930,000	-3%	165/50	-28.3%	\$55,488	+35.3%	80/20/0
\$11,800,000	+2.6%	45/75	+9%	\$98,333	-6%	85/15/0
\$11,700,000	+11.4%	150/55	+24%	\$57,073	-10.3%	70/30/0
\$11,500,000	+1.8%	80/10	-14.3%	\$127,777	+18.7%	50/40/10
\$11,500,000*	0%	150/30	0%	\$63,889	0%	60/40/0
\$11,500,000*	0%	140/1	0%	\$81,560	0%	70/30/0
\$11,000,000	+8.9%	65/75	0%	\$78,571	0%	70/30/0
\$10,929,718*	0%	100/5	0%	\$104,093	0%	80/20/0
\$10,818,658*	0%	140/0	0%	\$77,276	0%	80/20/0
\$10,750,000	-7.3%	NR 114 (total)	-8.8%	\$94,298	-1.7%	90/10/0
\$10,750,000*	0%	150/18	0%	\$63,988	0%	NR
\$10,500,000	+11.7%	100/67	+1.2%	\$62,874	+10.3%	70/25/5
\$10,325,000	+3.3%	145/0	+7.4%	\$71,207	-3.9%	80/15/5
\$10,000,000	+11.1%	90/0	-5.3%	\$111,111	+17.3%	5/95/0
\$10,000,000	-76.7%	230/45	-57.7%	\$36,364	-45%	80/0/20
\$10,000,000	+5.3%	99/6	-34.4%	\$95,238	+60.4%	95/0/0
\$10,000,000	0%	125/0	0%	\$80,000	0%	90/10/0
\$9,800,000	-10.1%	140/2	+12.7%	\$69,014	+3%	92/8/0
\$9,539,690	-13.8%	173/7	-4.3%	\$52,998	-9%	100/0/0
\$9,500,000	-14.6%	75/2	-11.5%	\$123,376	-3.5%	25/25/50
\$9,330,000	-20.7%	32/90	+7%	\$76,230	-26.2%	73/25/2
\$9,254,480	+6.4%	98/0	-3.1%	\$94,433	+10.7%	50/0/50
\$9,200,000	+2.2%	45/110	-3.1%	\$59,355	+5.5%	90/10/0
\$9,065,000*	0%	NR	NR	\$78,826	0%	NR
\$9,015,000	+21.8%	86/0	+14.7%	\$104,826	+6.2%	99/0/1
\$9,000,000*	0%	NR	NR	\$150,000	0%	NR
\$8,900,000	+20.3%	25/76	+21.7%	\$88,119	-1.2%	53/47/0
\$8,897,375	+16.7%	84/62	+52.1%	\$60,941	-23.3%	100/0/0
\$8,707,429	+14.2%	141/0	-4.1%	\$61,755	+19.1%	98/2/0
\$8,700,000	+3.6%	58/37	+3.3%	\$91,579	+3%	95/5/0
\$8,390,000	+2.3%	118/40	-5.4%	\$53,101	+8.1%	68/10/22
\$8,197,277	+6%	125/15	-15.2%	\$58,552	+18.5%	29/70/1
\$8,000,000*	0%	75/4	0%	\$101,266	0%	60/40/0
\$8,000,000*	0%	95/35	0%	\$61,538	0%	70/30/0
\$7,750,000*	0%	78/0	0%	\$99,359	0%	NR
\$7,724,223	-9.4%	75/50	-13.8%	\$61,794	+3.3%	90/2/8
\$7,600,000*	0%	45/75	0%	\$63,333	0%	70/30/0
\$7,200,000	NA	110/4	NR	\$63,157	NR	30/10/60
\$7,100,000	-8.6%	125/0	+4.2%	\$56,800	-12.2%	50/40/10
\$6,822,841	NA	68/6	NR	\$92,201	NR	4/96/0